

Business in the Pacific & Economic Insight, Auckland

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ANZ began trading as the Bank of Australasia in 1835. We have since grown to become one of the world's leading financial institutions and one of the world's safest banks

ANZ IN THE PACIFIC

- > **Market Leader** – Superior market knowledge and service, seamlessly connecting with the resources of the wider ANZ global network
- > **Scale** – Presence in 12 Pacific markets for over 130 years, 56 branches, 228 ATMs, 17,500 commercial and corporate customers and 2,000+ staff
- > **Global** – Seamless connectivity to the wider ANZ global network
- > **Products & Services** – Comprehensive banking solution spanning both retail, business and institutional banking



ANZ GLOBALLY

- > Operations in 34 countries
- > Assets in excess of ~US\$650 billion
- > More than 8 million customers
- > 48,000+ staff globally
- > One of the world's safest counterparties with a stable credit rating (S&P AA- / Moody's Aa2)
- > 40+ years of Institutional banking presence in Asia, with operations in 15 Markets and 4,000+ staff

**A presence in 12 markets
across the Pacific for over 130 years**



2000+ staff in 12 countries & 56 branches
17,500 corporate/commercial customers
425,000 retail customers

**... providing banking capabilities
across the network**

**Large
Corporate**

- Strong sector expertise in Natural Resources, Agribusiness, Infrastructure, Global Diversified Corporations, Financials Institutions, Government
- Super-regional geographic coverage delivering effective cross-border solutions
- Strong risk and balance sheet management

**Emerging
Corporate**

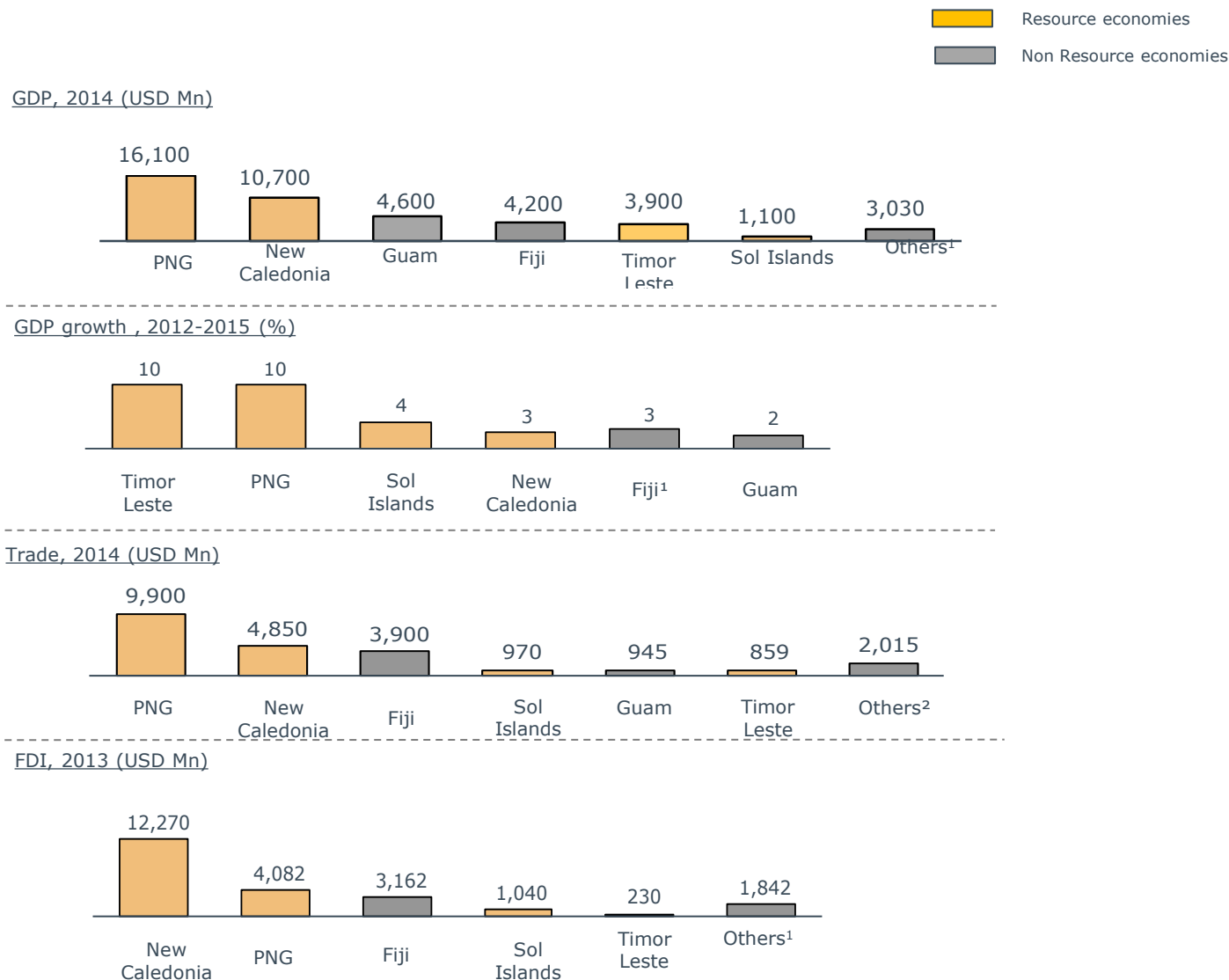
- Deep knowledge of our markets and insights in our chosen industry segments
- Super-regional connectivity supporting cross-border business
- Deep relationships across client's business lifecycle

Retail

- Target customers in Affluent and Emerging Affluent segments
- Network connectivity

Growth in the Pacific continues to be weighted towards resource rich economies but we see significant potential for strong growth in Fiji

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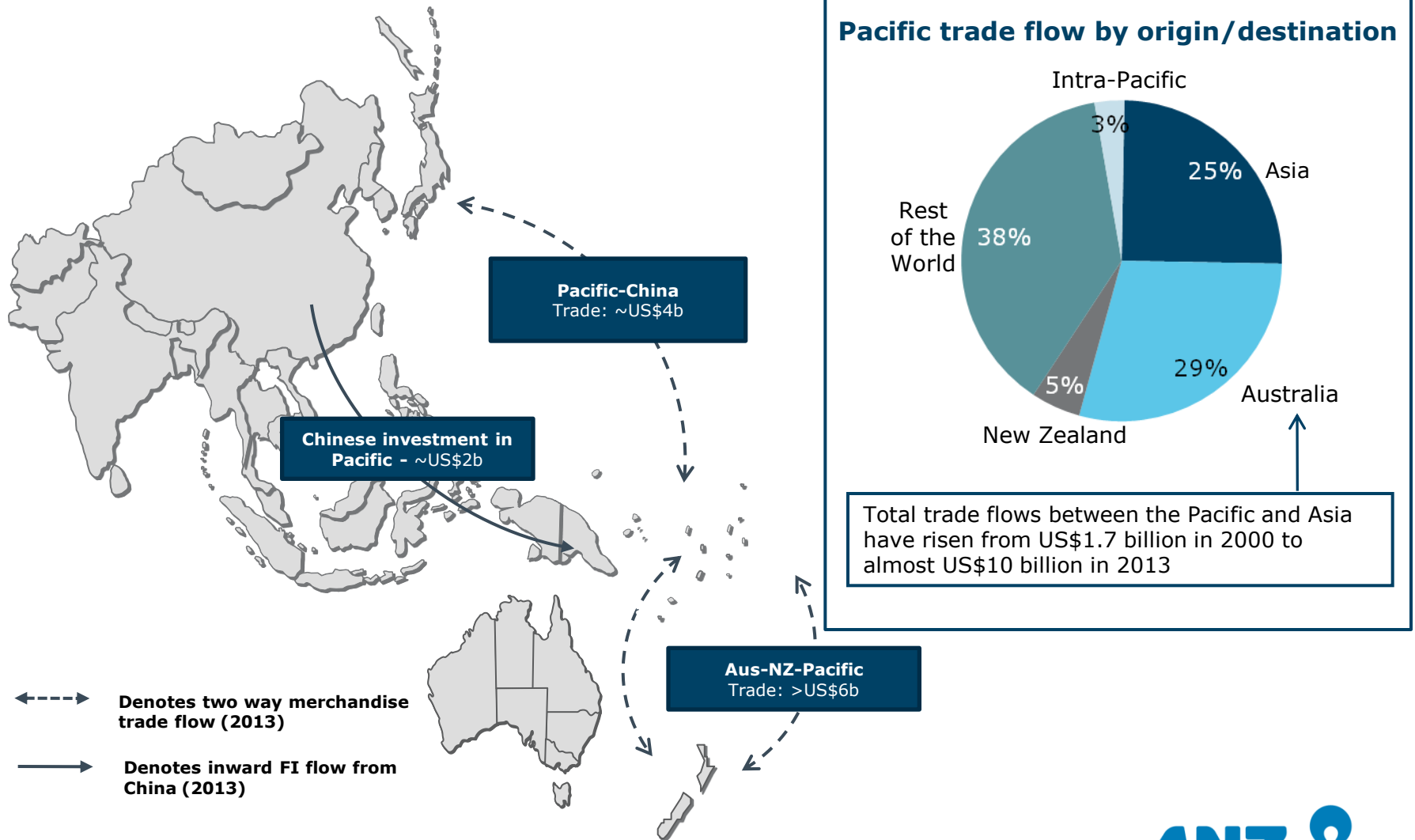


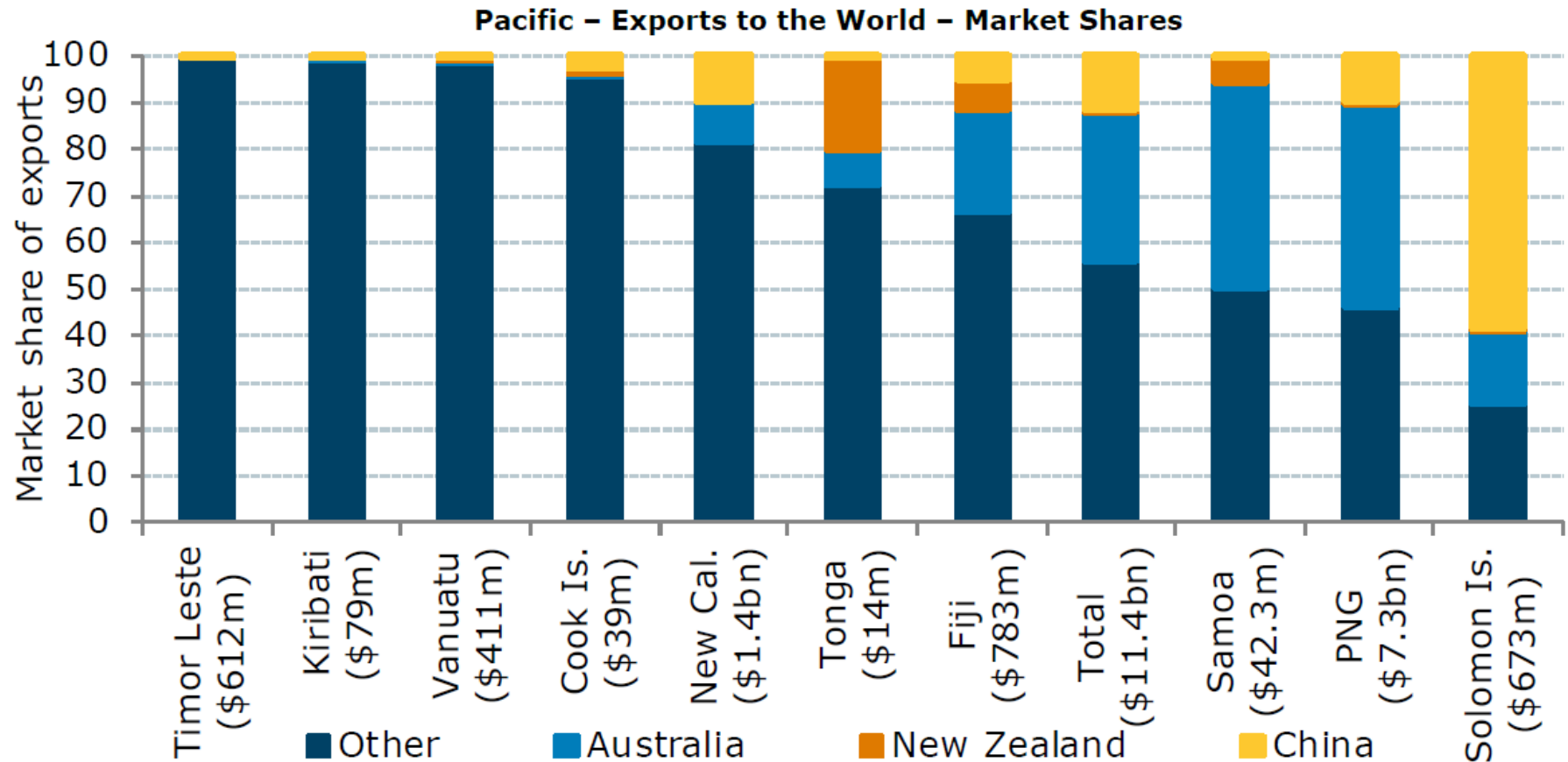
1. In the case of Fiji, we expect growth of at least 4% for the third consecutive year in 2015 and similar rates of growth out to 2017

2. Other countries with ANZ presence – includes Vanuatu, Samoa, American Samoa, Tonga, Cook Island, Kiribati

Sources: UNCTAD, IFC, ADB and DFAT

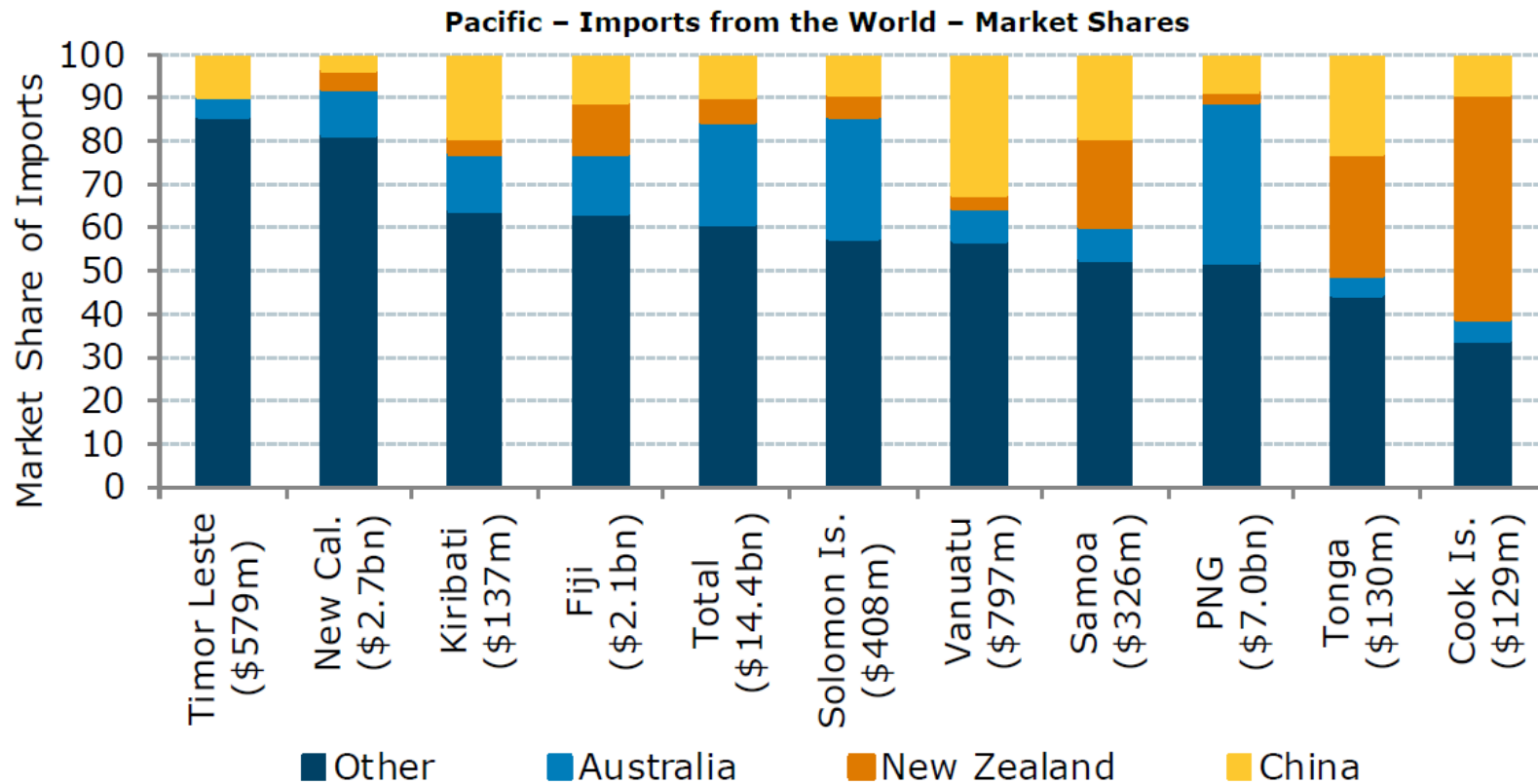
Total trade and investment levels between Asia and the region are growing strongly and on an upward trend and will present further opportunities





Trade – Imports into the Pacific. Australia, New Zealand and China are more important on the import side

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PAPUA NEW GUINEA

- ▶ Infrastructure development
- ▶ Privatisation of SOEs
- ▶ Natural resources and energy
- ▶ Agriculture

FIJI

- ▶ Infrastructure development
- ▶ Textiles
- ▶ Tourism
- ▶ Agriculture

TIMOR LESTE

- ▶ Natural resources and energy
- ▶ Infrastructure development

NEW CALEDONIA

- ▶ Natural resources
- ▶ Infrastructure development
- ▶ Agriculture

KIRIBATI

- ▶ Fisheries
- ▶ Infrastructure development

COOK ISLANDS

- ▶ Tourism
- ▶ Infrastructure development

There are numerous supply chain opportunities that flow from each of these sectors

VANUATU

- ▶ Tourism
- ▶ Infrastructure development
- ▶ Agriculture

SOLOMON ISLANDS

- ▶ Infrastructure development
- ▶ Natural resources

TONGA

- ▶ Infrastructure development
- ▶ Tourism

SAMOA

- ▶ Tourism
- ▶ Infrastructure development
- ▶ Fisheries

GUAM

- ▶ Infrastructure development
- ▶ Tourism

AMERICAN SAMOA

- ▶ Infrastructure development
- ▶ Fisheries

- Geographically well placed to benefit from Asian Century
- Emerging Asia's urbanisation and rising middle class are driving growth/commodities
- Financial sector has a relatively low correlation with global markets
- Strong historical ties and people to people links with Australia & New Zealand
- Growing connectivity with key trading partners



- Pent up demand for infrastructure development (PPPs) across the region and associated FDI flows – positive trickle down effect
- Moves to pursue SOE privatisation in a number of countries
- Mega projects and trickle down opportunities they create (eg. PNG LNG)
- Strong trade growth (both inter and intra-regionally), especially with Asia

- Perceived political risks
- Infrastructure challenges outside of main commercial centres
- Scale in smaller economies
- Human capital challenges in some markets
- Natural disasters
- Limited economic/export diversity in smaller economies
- Dependent on energy imports (but transitioning to alternative renewable energy sources in some markets)

